

Utah Procurement Assistance Centers

Companies sell over \$100 million in government contracts—your company can successfully sell to the government, too!

We all know that government is often seen as a big, inaccessible monolith. Right or wrong, this is the perception of many people. For a company that wants to do business with government, the process can be overwhelming, intimidating, and just flat-out frustrating! Like the knight on the white horse, galloping in to save the damsel in distress, the Procurement Technical Assistance Center, or PTAC for short, is there to play the role of the gallant knight in navigating businesses through what can be the maze of government contracting.


Imagine a service organization that will take you by the hand and lead you step-by-step through the process of positioning your company to compete for government contracts. This is the role PTAC performs for Utah's businesses! As a client of PTAC, you have resources at your disposal; from registration assistance, one-on-one counseling, bid proposal assistance, network facilitation, contracting partnerships, workshops, conferences, and government bid matching that matches your business profile to available contract requests, that are automatically emailed to you. These are among the many services PTAC offers its clients.

Last year PTAC helped Utah small businesses receive over \$100 million in government procurement, and facilitated numerous partnerships between large prime government contractors and other businesses that are pursuing government contracts.

The Utah PTAC program has eight offices throughout the state with experienced regional managers. Best of all, there is no fee for their services!

One example of how PTAC assists its clients is worth putting on your calendar—the upcoming Procurement Symposium. The symposium is scheduled for Thursday October 18, 2007, at the SouthTowne Expo Center in Sandy. It will include a reverse trade show where large companies and government agencies will host booths manned by their procurement staff, and small business owners can network their way among the booth exhibitors. Additionally, there will be numerous breakout sessions covering topics of importance to business leaders, with topics like “How to Market to Prime Contractors and Government Agencies,” “Contract Negotiations,” “Contract Types,” and “Bid Match—Your Ticket to New Markets.” Last year's event was attended by over 400 people who attended many of the sessions and requested more time to attend sessions they missed. This year's event will run all day and will offer top professionals in their fields.

The day will begin with a continental breakfast, followed by a buffet lunch and snacks in the afternoon. The opportunity to meet with other small business owners, mid- and large-size company leaders, and receive training on topics important to business success, will benefit all that attend the Second Annual Procurement Symposium.

Mark your calendars for October 18th, and plan to attend this very important meeting. More information can be obtained through the PTAC home office from the director, Fred Lange at 801-538-8733, email at: fglange@utah.gov or the deputy director, Chuck Spence at 801-538-8655, email at: cspence@utah.gov. 



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